

New York Manufacturing Facts

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Manufacturers in New York account for 5.8 percent of the total output in the state, employing 5.3 percent of the workforce. Total output from manufacturing has ranged between \$54 and \$65 billion for the past several years (see figure), and it was \$63.1 billion in 2009. In addition, manufacturing compensation is 25 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

| | |
|---|---------|
| New York Total Manufacturing Output (\$billions, 2009) | \$63.1 |
| Manufacturing's Share of Total Gross State Product (2009) | 5.8% |
| Manufacturing Establishments in New York (2009) | 17,275 |
| Manufacturing's Share of New York's Exports (2010) | 80% |
| Total Employment Related to Manufactured Exports (2008) | 228,100 |

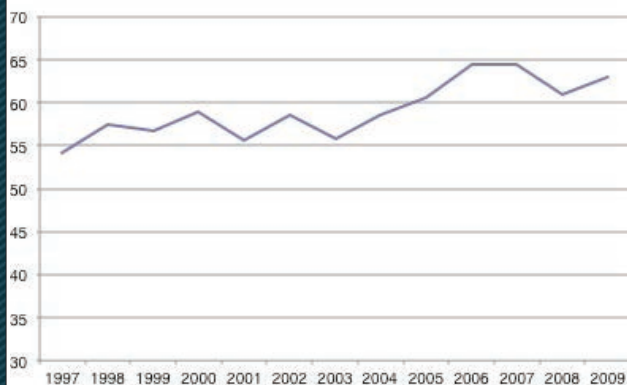
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

| | |
|--|------------------|
| Manufacturing Employment (2010) | 457,200 |
| Manufacturing Employment (% of Overall Nonfarm) (2010) | 5.3% |
| Average Annual Compensation in Manufacturing (2009) | \$70,445 |
| Average Annual Compensation in Nonfarm Sectors (2009) | \$56,342 |
| Manufacturing Pay Premium (as a % of Nonfarm) (2009) | \$14,103 (25.0%) |

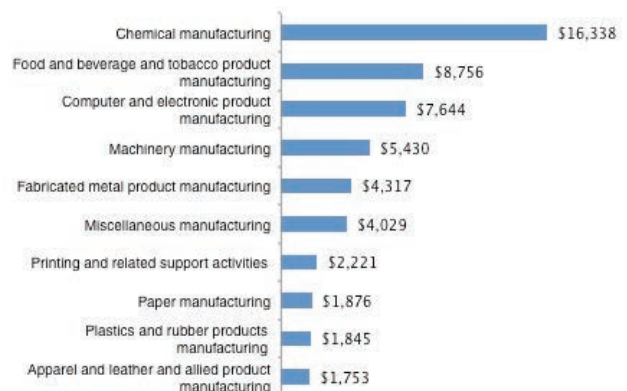
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

New York Manufacturing Output
(Billions of Dollars, from 1997-2009)



Source: U.S. Bureau of Economic Analysis

Top 10 New York Manufacturing Sectors
(in Millions of Dollars, in 2009)



Source: U.S. Bureau of Economic Analysis

New York Benefits from Exports!

Manufactured goods exports are the strongest part of New York's economy even though New York and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 21 percent of New York's manufacturing jobs.**
- **Since 2003, New York manufacturing exports rose 50 percent faster than the state's overall economy.**
- **94 percent of New York exporters are small businesses (2009).**
- **New York exported \$18 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 33 percent of New York's total.**

New York Trade Statistics

| | |
|---|---------|
| Manufactured Goods Exports, 2010 (billions) | \$54.2 |
| Total Jobs in all Sectors Supported by Manufactured Goods Exports | 228,100 |
| Export Share of Manufacturing Jobs | 21% |
| 2003-2010 Growth of Manufactured Goods Exports | 57% |

Manufactured Exports Drive New York's Economy

- Manufacturing accounts for 80 percent of New York's exports (2010).
- Since 2003, New York manufacturing exports grew 57 percent while the national average was a 70 percent increase.
- Manufactured exports support 21 percent of New York's manufacturing jobs (U.S. average is 22 percent).

New York Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 42 percent of New York exports (2010).
- Canada (16%), Israel (8%), Hong Kong (8%), UK (6%) and Switzerland (5%).

Chart 1. New York's Manufactured Goods Exports

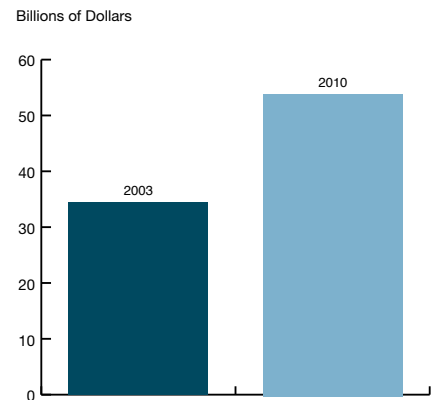
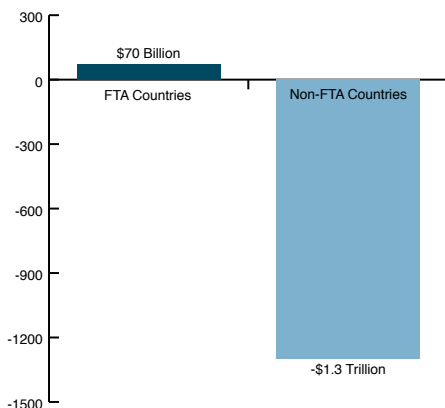


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to New York's Small Businesses

- Small businesses comprise 94 percent of New York's 28,930 exporters (2009).
- Small businesses average \$1,380,000 in exports per firm.
- Small businesses account for 55 percent of total state exports.

Additional Trade Facts

- Over the past three years, manufacturers in the U.S. sold \$70 billion more in manufactured goods to our free trade agreement (FTA) partners than we bought from them. The United States had a manufacturing trade deficit of \$1.3 trillion in countries where no FTAs existed (*see chart 2*).
- FTA countries: Australia, Bahrain, Canada, Chile, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Peru, Singapore.
- Visit www.nam.org/statedata or www.nam.org/trade. E-mail us at trade@nam.org.

Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008.